A8140-1

PAPER MERCHANT SALES REPORT June, 1990

(by NPTA Region)	Sales per Selling Day June, 1990 Compared to June, 1989	Sales per Selling Day June, 1990 Compared to May, 1990	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of June 1989	1990	Calendar Day Cost of ending June Inventory 1989	1990
INDUSTRIAL							
1	+ 2.6	+ 3.9	+ 0.4	36	41	53	60
2	- 6.7	- 0.2	+ 1.3	36	37	52	59
3	+ 5.7	+ 0.6	- 1.9	37	36	62	58
4	- 2.7	+ 4.1	- 3.0	39	40	61	57
5	+ 7.6	+ 4.8	+ 7.1	34	34	57	54
6	- 11.8	+ 1.7	- 5.6	43	41	67	77
7	+ 1.3	- 2.3	+ 1.1	31	33	54	54
8	+ 0.5	- 5.0	+ 1.2	34	35	65	54
9	+ 2.7	+ 6.2	+ 4.6	41	38	62	51
NY	+14.6	+17.8	+ 9.5	47	44	**	**
CHICAGO	+ 0.7	+ 2.0	- 5.3	37	39	65	67
LA	+ 3.3	- 2.7	+ 3.3	42	41	62	58
US	+ 1.5	+ 1.9	+ 0.5	38	37	58	57
PRINTING							
1	- 1.5	+ 3.3	- 1.4	43	44	46	48
2	- 3.0	+ 0.5	- 2.0	40	42	63	64
3	- 7.0	- 1.0	- 2.8	39	41	83	78
4	+ 1.0	+ 6.8	+ 5.4	43	45	65	65
5	+ 2.1	- 4.1	+ 4.1	38	38	69	74
6	+ 1.7	+ 2.9	+ 1.7	41	41	81	79
7	- 6.1	- 4.2	- 2.5	34	37	70	62
8	+ 6.4	+ 2.1	+ 5.2	36	38	70	68
9	+ 9.9	+ 2.9	+ 5.0	40	37	60	61
NY	+ 5.3	+ 8.0	+ 1.0	43	43	52	66
CHICAGO	+12.9	+ 5.1	+ 3.6	38	41	84	66
LA	+11.7	+ 6.1	+ 6.6	40	41	84	85
US	+ 1.4	+ 2.6	+1.5	40	41	71	70

JUNE'S SALES CHANGES. Industrial goods increased over last year for the first time in three months, and the industrial Producer Price Index numbers continue to show virtually no price increases over 1989. New York had both the highest monthly increase and the highest year-to-date. Region 6 had the greatest decrease for both the month and the year. ***PRINTING*** sales increases for June continue fairly low, but are accompanied by a Producer Price Index decrease of over 2% (mill prices are 2% less than for June, 1989).

DAYS OUTSTANDING for June are virtually unchanged from June, 1989 and May of this year. **INVENTORY DAYS** at June's end show little change from last year for industrial goods. Printing goods still show a drop from 1989 (of only one day), but show a rise over May.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

NATIONAL PAPER TRADE ASSOCIATION, INC - 111 GREAT NECK ROAD, GREAT NECK, NEW YORK 11021

NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

For information about this report or other Research Department services, call George Cain, Research Director, at 516-829-3070.